



January 31, 2002

Dear Exit Sign Manufacturer:

In the coming months, the US Environmental Protection Agency (EPA) will be revisiting the current ENERGY STAR® specification for exit signs, assessing its impact in the marketplace, and making a decision as to whether or not to revise this specification.

In order to ensure that the ENERGY STAR label continues to expand the market for energy-efficient products and accelerate the market penetration of energy-efficient technologies, a product area's existing efficiency specifications must be evaluated and revised, as appropriate. As you may know, the Tier 2 specification for ENERGY STAR qualified exit signs have been in place since January 1, 1999. Preliminary research is now being undertaken to assess the current specification and its viability in the marketplace. This preliminary research includes collecting the following pieces of information:

- Market penetration of ENERGY STAR labeled exit signs
- Updates to current industry contacts
- New technologies that exist in the marketplace
- New products that could be covered by the exit sign specification (i.e., Electroluminescent product types)
- Industry challenges and successes in energy efficiency

As an existing partner, your input is very valuable during this specification review process. If you have any questions or comments on this process or have information to contribute, please contact Milanga Abeysuriya, ICF Consulting, at [mabeysuriya@icfconsulting.com](mailto:mabeysuriya@icfconsulting.com).

Lastly, ENERGY STAR will be having its 2002 Awards Ceremony on March 26<sup>th</sup> at the Capital Hilton in Washington, DC. This ceremony will be held in conjunction with the 2002 American Council for an Energy Efficient Economy (ACEEE) National Symposium on Market Transformation March 25-26. We hope that you will be able to attend both events. While in town, if you would like to meet with ENERGY STAR representatives to discuss the revision process or to talk about your specific product, please contact Milanga Abeysuriya at [mabeysuriya@icfconsulting.com](mailto:mabeysuriya@icfconsulting.com) to confirm schedules and make the appropriate arrangements.

**For more information on the Awards ceremony and to register for the event, visit the ENERGY STAR Web site at [www.energystar.gov/awards](http://www.energystar.gov/awards). For more information on the symposium, visit the ACEEE Web site at [www.aceee.org](http://www.aceee.org).**

As always, the revision of this and all ENERGY STAR specifications is an open process and we welcome and appreciate your input. We will contact you again in the near future regarding EPA's plans for the specification. In the meantime, please feel free to contact me at [fanara.andrew@epa.gov](mailto:fanara.andrew@epa.gov) if you have questions or concerns about the revision process.

Sincerely,

Andrew Fanara  
ENERGY STAR Product Development